

GAVEL & GLASS

NOVEMBER 2021

"The Society"

Representing
Auctioneers
Appraisers
Agents
Sales Consultants
Property Managers

- Real Estate
- General
- Livestock

THE OFFICIAL
NEWSLETTER OF
SOCIETY OF AUCTIONEERS
& APPRAISERS (SA) INC



CONTENTS

The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

President Report.....Page 3
Golf Classic Prize.....Page 4
Upcoming Events.....Page 5-8
Calling all Country Auctioneers.....Page 9
Clare Valley Workshop.....Page 10-11
Society's Auctions.....Page 12-15
Society's Auctioneers.....Page 16-17
Direct Connect.....Page 18
Eight At The Gate.....Page 19-20
Perspective Media.....Page 21
Eckermanns Group.....Page 22
Academic Pavilion.....Page 23
21 Advantages of Auction.....Page 24
Reaforms.....Page 25-26
Upcoming Auctions App.....Page 27
Rent Roll Sales.....Page 28
The Form 1 Company.....Page 29
Estate and Downsizing ServicesPage 30
Sponsors.....Page 31

President



Andrew Monks

**Vice
President**



John Morris

THE BOARD Board Members



Sarah Bower



Anthony DeMarco



Vincent Doran



Like us on facebook
/SocietyofAuctioneersandAppraisersSA/



Visit our Website
auctioneers.com.au



Follow us on Instagram
/societyofauctioneersappraisers/



PRESIDENT'S REPORT



Thank you to Chris Gill for the wonderful training tuition in Clare on Friday 15th October and all members who attended to the training session and also the networking lunch at Seed Restaurant in the main street of Clare. It was an amazing afternoon with some networking and excellent discussion around price and compliance legislation and Form 1.

It's exciting as we are moving to the festive season, we have some excellent exciting and landmark calendar events with the Society coming up including the Society Golf Classic on 19th November at the Mount Osmond Golf Club and the Society 40th birthday on 3rd December at the RedLegs Club Norwood.

Thank you to all who booked for each event and I encourage members to contact the office and book their table or enter their team as the spots are filling quickly, they are both excellent events and we would love to see you there.

Auctions results continue to prove that the way to sell in this market is by auction, with records continually being set across the State.

A reminder to all currently entering 'The Society' Golden Gavel to ensure that in this great auction market and wonderful time of the year to submit your auctions to the 2022 'The Society' Golden Gavel Live. We are very pleased to announce that this year we have all new Judges in the Senior Real Estate category.

As always myself, John Morris or Garry Topp are available to assist any members with enquiring, concerns or ideas that they may have to Auctioneers and Appraisers please contact us anytime.

Thank you,
Kind Regards,

Andrew Monks M.S.A.A
andrewm@jcwilkinson.com.au | 0414 340 399

Gavel & Glass

GOLF CLASSIC HOLE-IN-ONE PRIZE



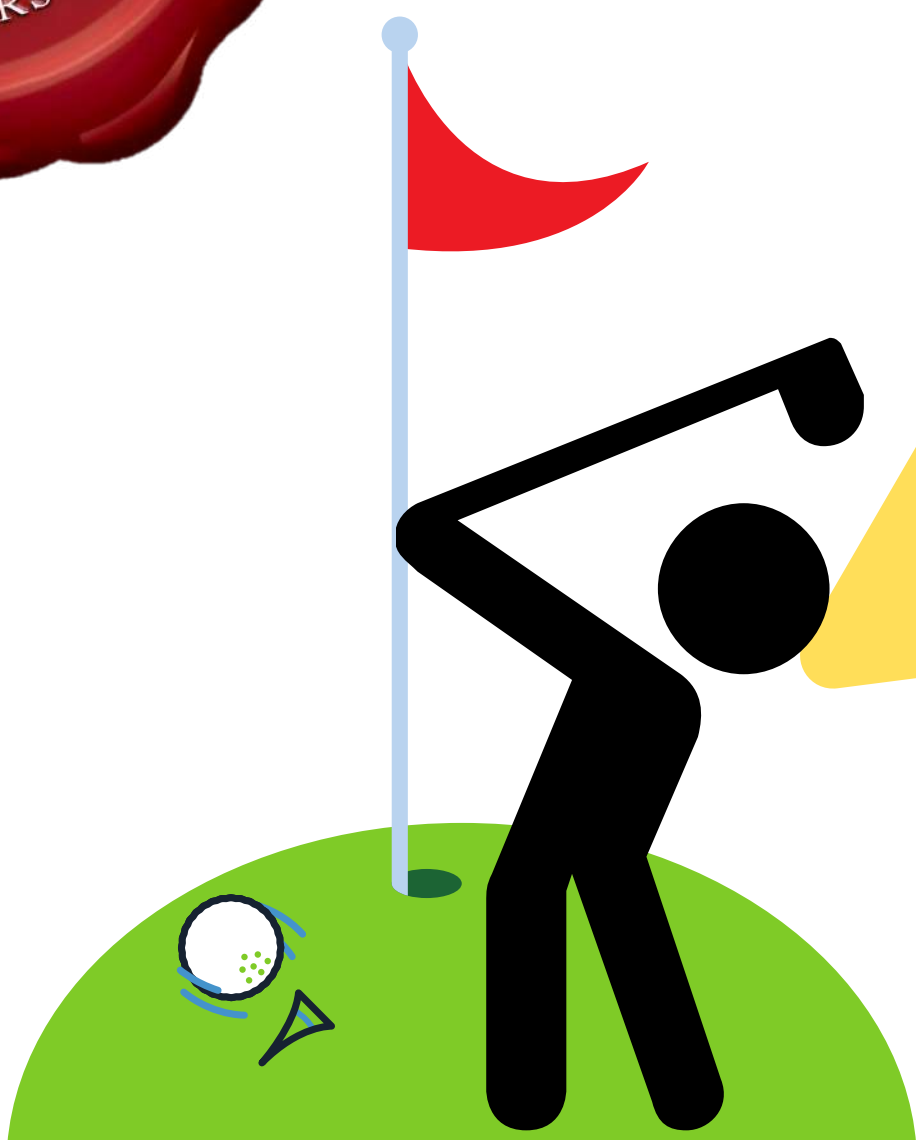
*Register now for
your chance to win*

\$50,000

HOLE - IN - ONE

proudly Sponsored by





WIN \$50,000 CASH!
JUST GET A HOLE IN
ONE ON THE 4TH
For teams fully booked to play prior
to Friday 5th November.
Supported by Cowden SA Insurance
Brokers & Read Brothers Signs
Underwritten by Lloyds of London
Plus other prizes including \$500 cash
closest to pin on 4th

Gavel & Glass

UPCOMING EVENTS



2021 GOLF CLASSIC FRIDAY 19th NOVEMBER

@ MOUNT OSMOND GOLF CLUB

Sponsored by Chris Gill

†The Form 1 Company™



**WIN \$50,000 CASH!
JUST GET A HOLE IN
ONE ON THE 4TH**
For teams fully booked to play prior
to Friday 5th November.
Supported by Cowden SA Insurance
Brokers & Read Brothers Signs
Underwritten by Lloyds of London
Plus other prizes including \$500 cash
closest to pin on 4th



TIMELINE

11.30AM - LUNCH

12.30PM TEA OFF

5.00PM PRIZES AND AWARDS

PRICING

\$99.00 FOR GOLF, ON-COURSE DRINKS
AND SNACKS, BARBECUE LUNCH AND
SNACKS AFTER THE GAME AND PRIZES
SPONSORED BY †The Form 1 Company™

ONLY \$99.00 PER PERSON (*Mount Osmond Members please deduct \$10)

SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 5TH NOVEMBER

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN STARTD BY THE FORM 1 COMPANY

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience thats been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

Golf Carts: Please book direct Pro Shop - Tel.: 8379 1673

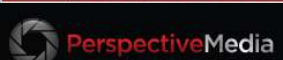
**Download
brochure
here**



KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 **Name** Society of Auctioneers & Appraisers

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex

Card No. _____

Name on Card _____

Team: _____ **Players without handicap limit are 24**

Player 1: _____ **Handicap:** _____ **Player 2:** _____ **Handicap:** _____

Player 3: _____ **Handicap:** _____ **Player 4:** _____ **Handicap:** _____

Amount \$ _____ **Expiry** ____/____ **CVV/CVC** _____

NON-MEMBERS Please advise: Names Attending _____

Ph _____ **Email** _____

Gavel & Glass

'THE SOCIETY'

GOLDEN GAVEL LIVE 2022



NOMINATIONS OPEN NOW



For Real Estate

- Senior
- Rising Star

General
Livestock



All new judges for
Senior Real Estate
including National
and International

Nominations
close on 28th
February
2022

'The Society' Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, you can put in as many entries as you like - we will judge the last entry uploaded unless you advise us which Auction you would like judged.



For further details visit our website

www.auctioneers.com.au

Gavel & Glass

UPCOMING EVENTS

AGENTS AND AUCTIONEERS UNDER THE PUMP

Challenges Agents and Auctioneers are facing

Arkaba Hotel - 150 Glen
Osmond Rd, Fullarton
Thursday 4th November
3:30 FOR 4:00 PM
Book by
Wednesday 27th October



Brett Roenfeldt



Chris Gill

Q+A session addressing
issues that can arise during
an Auction and how to
handle situations and
questions in difficult
situations.
+ Drinks Afterwards

DO YOU KNOW THE ANSWER TO, THE FOLLOWING:

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- You are over the reserve and the buyer bids \$1, do you take it? What if you do, what if you don't?
- You are under the reserve and the buyer bids \$1, do you take it? If so what strategy do you use?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50.000,00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it the auction, and they want to bid, what can you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?

What is the best way to answer the following questions:

COST:
\$33 EACH

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

KEY SPONSORS



PARTNERS

BusinessSA
South Australia's Chamber of
Commerce and Industry

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Society of Auctioneers & Appraisers(SA) Inc - 22 Greenhill Road, Wayville SA 5034

Telephone (08) 8372 7830 - Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex

Card No.

Amount \$ Expiry / CVV/CVC

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph Email



Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

SOCIETY'S 40th ANNIVERSARY

1981-2021



Representing Auctioneers and
Appraisers of Real Estate,
General and Livestock



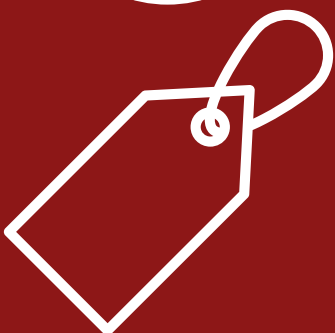
Friday 3rd December 2021



Lunch at Norwood Football Club



12.30 pm for 1.00 pm start



\$66 each - for welcome drink and 2 course lunch

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick)

☐ Visa

☐ Mastercard

☐ Amex

Card No.

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Amount \$ _____ Expiry ____/____ CVV/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



Gavel & Glass

Calling All Country Auctioneers

Real Estate General Livestock

Be part of the action, enhance your profile and be in the running for cash prizes.

[Enter the Golden Gavel Live.](#)

All you have to do is upload an auction performance onto **‘The Society’ Golden Gavel 2022 Facebook event:**

<https://www.facebook.com/events/156132023240996>

Nomination Form: <https://form.jotform.co/92240906648865>

Conditions of Entry: <https://auctioneers.com.au/includes/viewimage.php?FileID=d236d7ec-1aa2-11ec-9c5a-42010a8e0002>

Enquires: Garry Topp 8372 7530

(Submit auctions between 1st September 2021 and 30th April 2022, nominate before your auction or 28th February 2022 at the latest)



Gavel & Glass

CLARE VALLEY WORKSHOP

Chris Gill and Garry Topp travelled to Clare to conduct a Sales Agency and Pricing Compliance and Form 1 Q+A workshop, which we held at the Clare Country Club on Friday 15th October. The purpose of this workshop is to ensure that each office fully complies with the legislation in all aspects of Agency and Pricing.

We have recently upgraded to a casual question and answer session with full involvement of the audience which is proving to be very popular as it is the questions and subsequent answers the allude others to the current pitfalls of agency practices.

There was a lot of discussion about terms of Rural Agency Agreements and people signing contracts as a vendor when the title was still in their maiden name. Vendor descriptions were discussed with the correct wording for administrations, executors, family trusts or super funds. When dealing with a company always conduct an ASIC search to ensure the currency of the company and make sure that it is not in liquidation or receivership or has been deregistered.



CLARE VALLEY WORKSHOP

That was much discussion about pool compliance, deposits and authority to release pursuant to a terminated contract; if in doubt pay the deposit to the Court.

We discussed commercial properties and asbestos registers and how the vendor must sign part C in the Form 1 and how it is necessary to include planning approvals with ongoing conditions into the Form 1. 24 G was also discussed including waving of cooling off and waving of the Form 1.

When asked, did you gain anything from this presentation, answer:

Very informative, the session brought up details we weren't aware of, clarification on best practices regarding legislation, and examples and scenarios were very helpful.

What did you like the most:

The fact that was Q+A, a lot of the questions asked by others was relevant to us as well.

What else would you like covered?

Nothing, the presentation was very comprehensive, I was happy with everything covered, the right topics discussed was excellent.

What would you tell others as the main benefits of the workshop?

Keeping up to date with current legislation and requirements is mandatory, a small group enabled conversation and more direct question/answers, open discussion, very refreshing.

The new Q+A format is proving to be extremely popular, we run several of these workshops each year in the city however if you are in a country area and would like to us come visiting please let us know and we will be on your doorstep.



Garry Topp F.S.A.A (Life)
CEO - society@auctioneers.com.au

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



63 Cheadle St, HENLEY BEACH
SOLD for \$1,203,000

Agent: Peter Kiritsis
Auctioneer: Jonathon Moore



4 Moasca Avenue, PANORAMA
SOLD for \$1,325,000

Bidders: 19

Active bidders: 7

Agent: Simon Tanner
Auctioneer: Simon Tanner



27 Murdoch Avenue, NORTH
PLYMPTON
SOLD for \$1,085,000

Agent: John Laycock
Auctioneer: AJ Colman



Lot 2 Tothill Belt Road, MARRABEL
SOLD for \$1,950,000

Agent: Geoff & Daniel Schell
Auctioneer: Geoff Schell

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



6 Sunningdale Avenue, NOVAR
GARDENS

SOLD for \$1,102,500

Bidders: 24

Active bidders: 2

Agent: Rod Smitheram

Auctioneer: Rod Smitheram



40 Thomas Street, CROYDON

SOLD for \$1,101,000

Agent: Thomas Crawford

Auctioneer: Vincent Doran



25 Church Road, PARADISE

SOLD for \$1,425,000

Agent: George DeVizio

Auctioneer: Troy Tyndall



24A William Street, HAWTHORN

SOLD for \$1,407,000

Agent: Peter McMillan

Auctioneer: Tim Thredgold

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



4/6 Urban Avenue, PARADISE
SOLD for \$1,799,000

Agent: Deborah May
Auctioneer: Brett Roenfeldt



12 Lansdowne Terrace,
WALKERVILLE
SOLD for \$2,850,000

Bidders: 3
Active bidders: 2
Agent: Hamish Mill
Auctioneer: Hamish Mill



8A Britton Ave, TRANMERE
SOLD for \$1,280,000
Bidders: 7

Active bidders: 3
Agent: Gary Musolino
Auctioneer: Tony Tagni



14 Coach House Drive, TERINGIE
SOLD for \$2,267,000

Agent: Alex Parzis
Auctioneer: Bronte Manuel

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



49a Breaker Street, ST MORRIS
SOLD for \$1,330,500

Agent: Brandon Pilgrim
Auctioneer: George Kargiotis



31 Asquith Street, NAILSWORTH
SOLD for \$1,275,000
Bidders: 17

Active bidders: 5
Agent: Heather Dunn
Auctioneer: Jarrod Tagni



1/106 Devereux Rd, BEAUMONT
SOLD for \$1,051,000
Bidders: 7

Active bidders: 5
Agent: Ryan Stapleton
Auctioneer: John Morris



66 Denman Terrace, LOWER MITCHAM
SOLD for \$1,567,500

Agent: Janet Hansen-Smith
Auctioneer: David Smallacombe

Gavel & Glass

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



Peter Economou



Richard Thwaites



Anthony DeMarco

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Nick Ploubidis



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray



Marc duPlessis



Richard Ward



Mark Griffin

Direct Connect

Peace of mind

You can be assured that you're moving with the best in the business. As Australia's No. 1 Moving Services company, Direct Connect have helped over 1.2 million people move since 2004. Best of all, our service is free.



A personalised moving service

Complete reliability & completely free



We guarantee you peace of mind with our Always On Guarantee*. Simply connect with one of our leading electricity and gas suppliers and we guarantee your connections will be ready on the day you move in.

For more information visit our website directconnect.com.au or call 1300 650 767

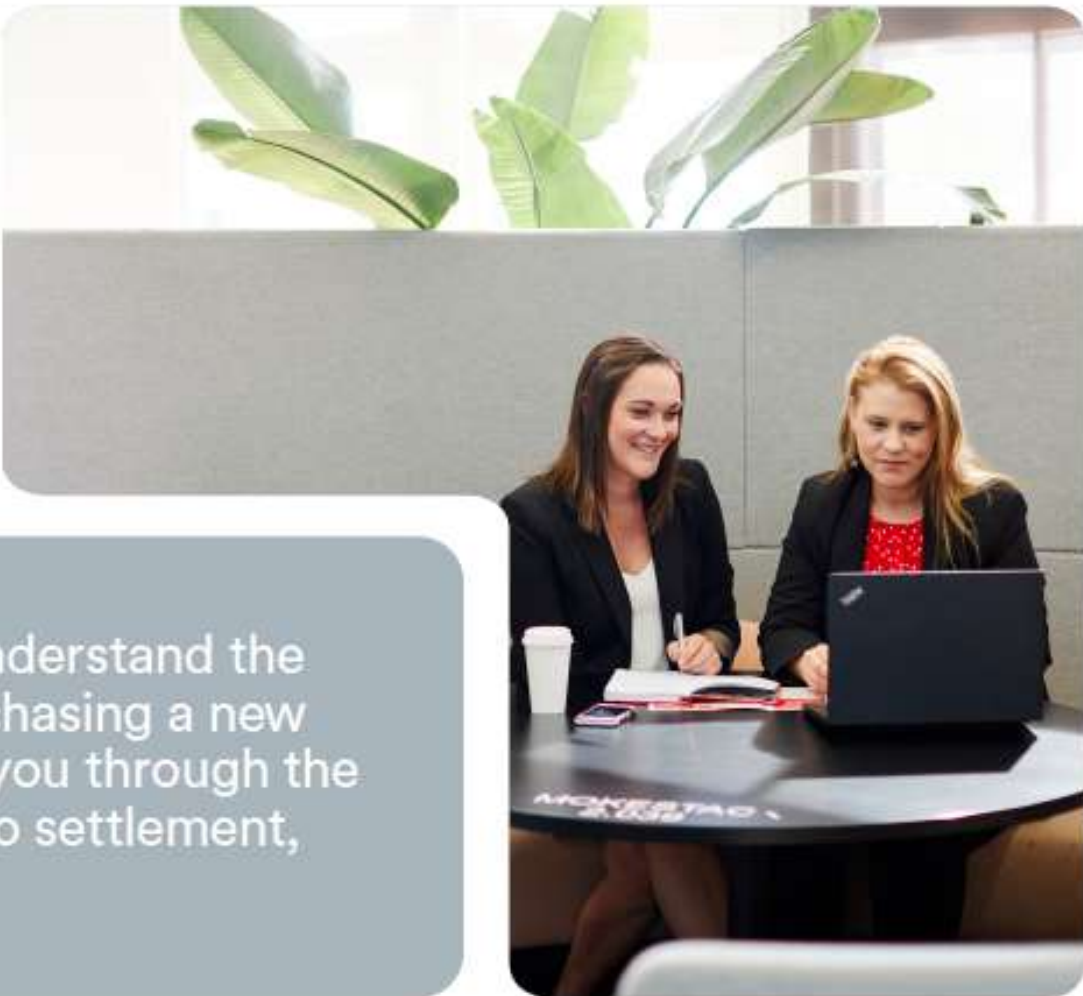
* For Terms and Conditions visit directconnect.com.au/terms-conditions



WE'VE GOT YOU COVERED

Direct Connect's free home buyer service provides you a personalised service with a dedicated contact person to guide you through every aspect of your move. You can choose to use as many or as few of our services as you require and we'll ensure that everything is covered and connected, ready for the day you move in.

We understand the moving process



SERVICES WE CONNECT

We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee* you can be assured that your electricity and gas will be connected on the day you move in!



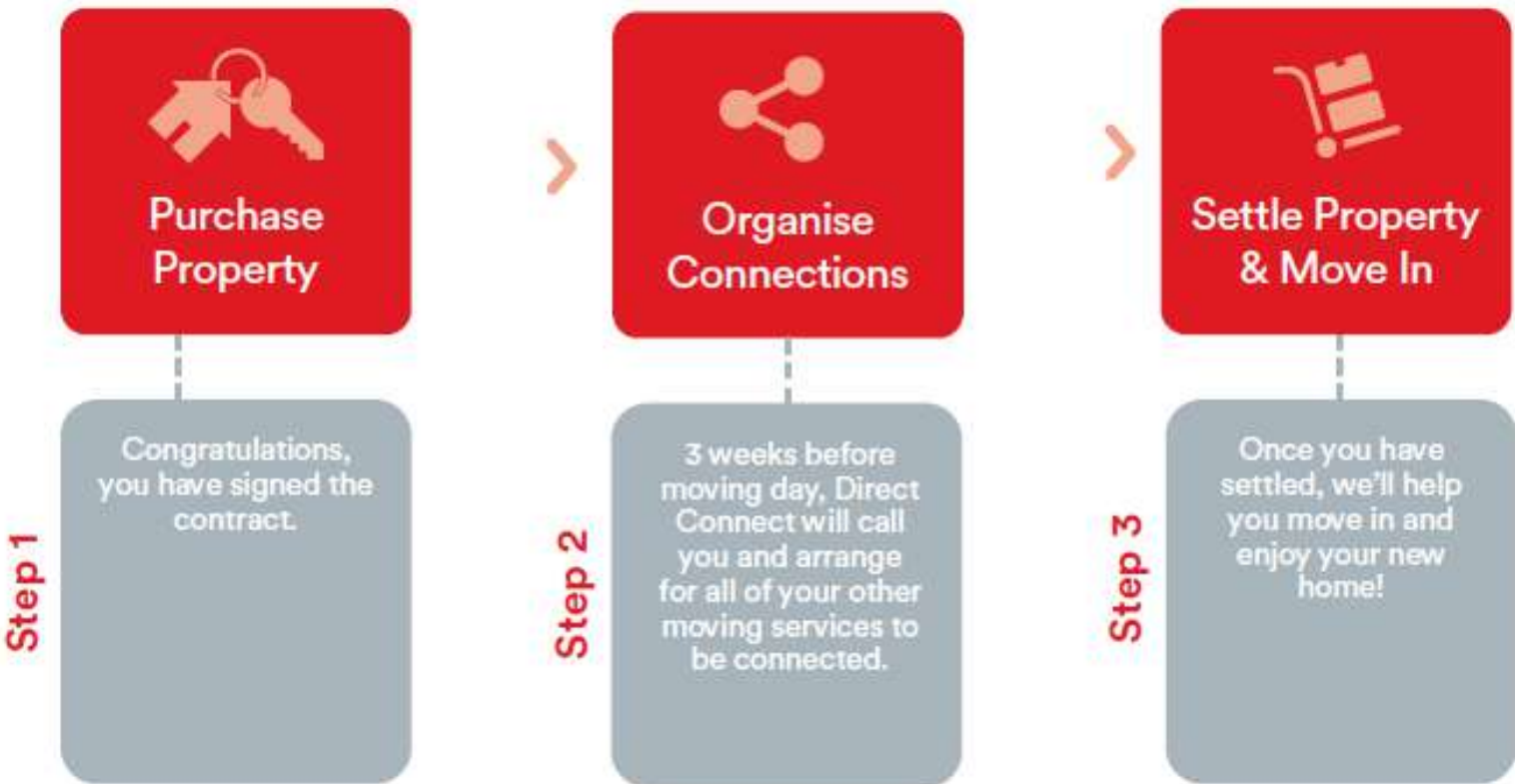
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.



At Direct Connect we understand the stress involved with purchasing a new property and can guide you through the process from purchase to settlement, and beyond.



Gavel & Glass

Eight at the Gate Wines



eight
at the gate
WINES

Two sisters from a farming family of five children, spent their weekends and school holidays rolling out dripper lines with Dad over the flats of Coonawarra before it was the rows and rows of vineyard we see today.

Claire, a Roseworthy graduate, is Lanacoona's vigneron. After graduating from Roseworthy, Claire worked as a viticultural consultant with some of the best vineyard consultants in Australia.

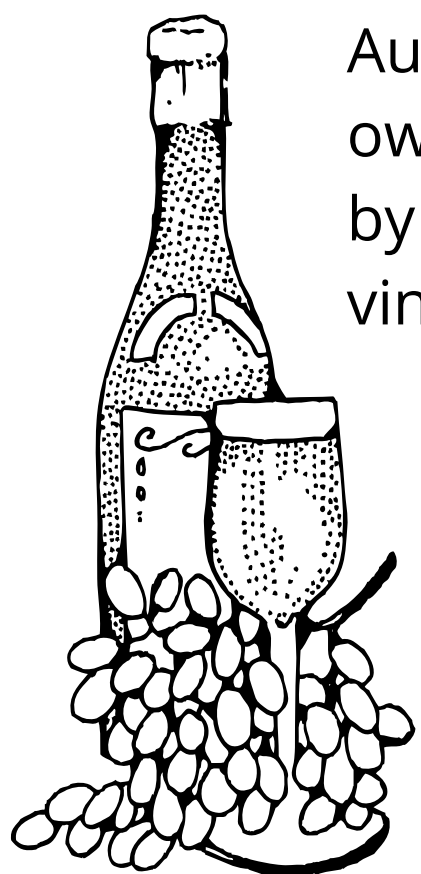
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

Jane travelled a very different path, successfully weaving her way up through the corporate world on a journey that took her to New York and later San Francisco.

Their common love of family and wine brought them to purchase Lanacoona Estate in 2002, an established vineyard in Wrattenbully, a stone's throw away from the Coonawarra flats they walked as kids. Claire had originally been involved in planning the vineyard during her days as a consultant and together they expanded it to the 60Ha vineyard it is today.

Lanacoona was purchased with the dream of providing their own 8 children with a piece of the country life they grew up with, whilst growing the finest grapes the awesome soils of Wrattenbully could provide. With ready access to water and soils similar to Coonawarra (but a climate slightly less frosty) the vineyard was ripe for success.

Lanacoona provides grapes for many iconic wine labels within Australia as well as producing its own wine from fruit hand chosen by us, from the best parts of the vineyard.



**Welcome
Eight at the gate!**

Jane and Claire



Gavel & Glass

Eight at the Gate Wines



**Society of Auctioneers
and Appraisers**

30% discount

use the code

SOLD

at checkout

eight
at
the gate

SINGLE VINEYARD · PREMIUM WINES

WRATTONBULLY · SOUTH AUSTRALIA

Gavel & Glass

Perspective Media



Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

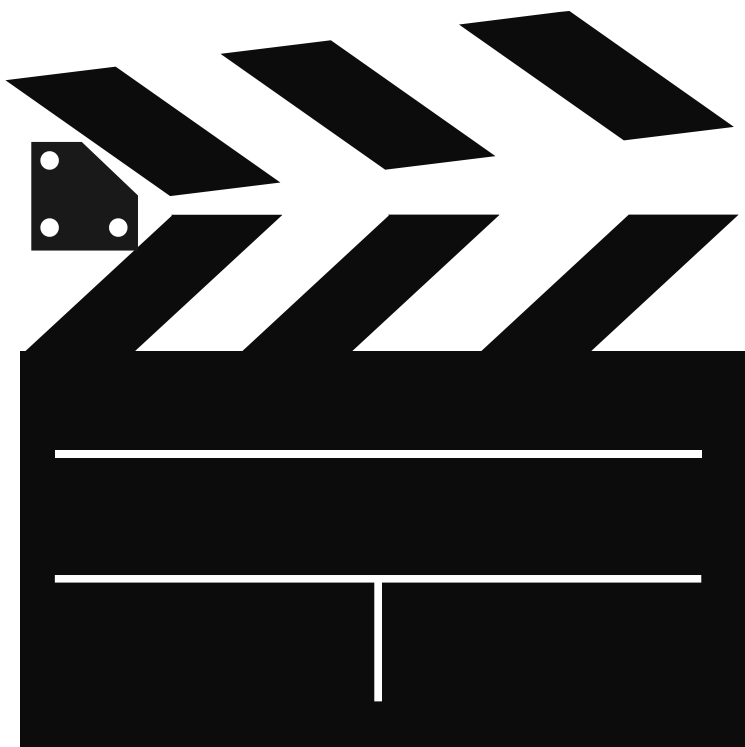
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

We will make the entire video creation process easy, time efficient and fun.

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.



**Call Larissa on 0422235442
to discuss your filming needs**

Welcome to the new sponsor!

ECKERMANN

Delivering professional services to the SA property industry

ECKERMANN PROPERTY FORMS

- Form 1 Preparation



ECKERMANN CONVEYANCERS

- Residential & Commercial
- Land Divisions
- Matrimonial & family transfers

ECKERMANN LAWYERS

- Form 3 (Form 1 waivers)
- Commercial Property
- Commercial Leases
- General Commercial



Adelaide | Gilles Plains | Glenelg | McLaren Vale | Mount Gambier | Victor Harbor
T: 08 8366 7900 E: enquiries@eckermanns.com.au W: eckermanns.com.au



LinkedIn

[eckermannconveyancers](https://www.linkedin.com/company/eckermannconveyancers)



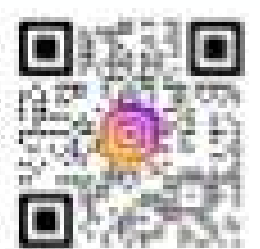
LinkedIn

[eckermannlawyers](https://www.linkedin.com/company/eckermannlawyers)



Facebook

[eckermannconveyancers](https://www.facebook.com/eckermannconveyancers)



Instagram

[eckermanns](https://www.instagram.com/eckermanns)

Gavel & Glass



Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses



Certificate IV (Property Services) Real Estate
Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with The Society of Auctioneers &
Appraisers (SA) Inc.

* Training in, Conveyancing, Legal Studies, Leadership &
Management also available

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.

13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at times that suit you with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

Committed Vendors sell their property by Auction!

If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

www.auctioneers.com.au

Click Here
for details

Gavel & Glass

reaforms™



reaforms

REAL ESTATE AUSTRALIA FORMS

You can now search SAILIS (Land Services SA) from within **reaforms** and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

Our integration allows **reaforms** users to automatically populate data for Contracts, Agency Agreements and Property Management Agreements

Save time and money on searches and completing forms

Owner details, title reference and property description are imported into the form.

PROFESSIONAL PRACTICE FORMS FOR REAL ESTATE AGENTS IN AUSTRALIA

ACCESS **ANYTIME** ANYWHERE

Contact Details:

www.reaforms.com.au

Phone: 08 8235 3939

Email: sales@reaforms.com.au

Follow us on:



LinkedIn
reaforms



Facebook
reaforms

Gavel & Glass

reaforms™



reaforms

REAL ESTATE AUSTRALIA FORMS

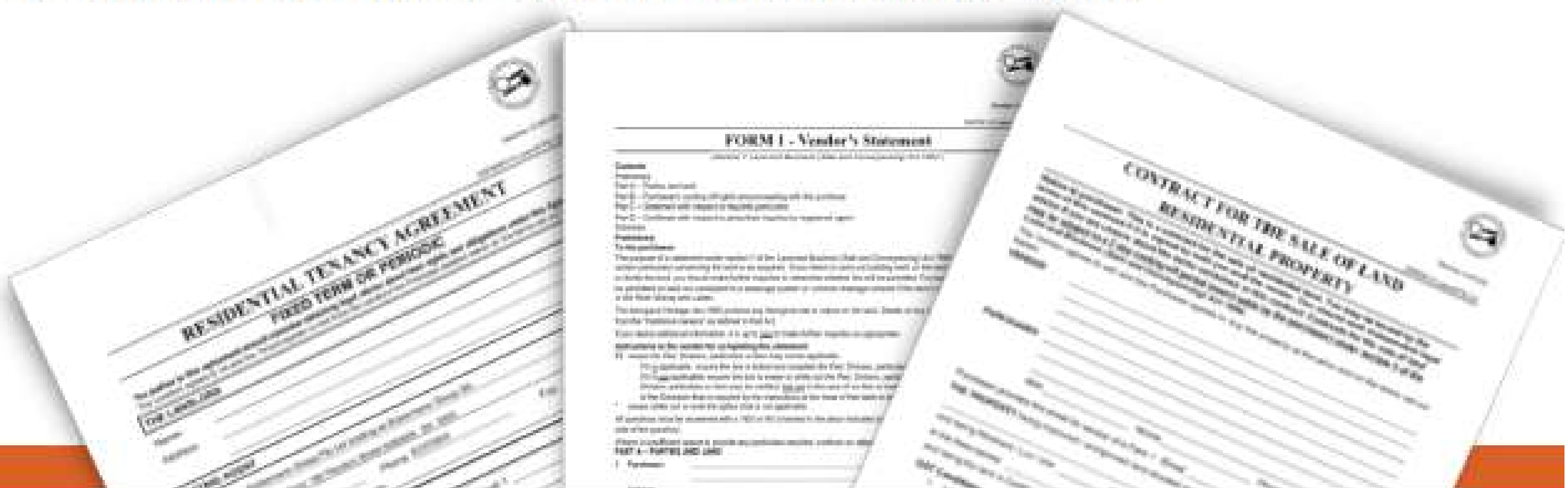
Professional Practice Forms for the Property Industry

Why choose reaforms?

- User friendly format - easy to fill in
- Professionally presented documents incorporating your company logo
- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included - no need for a DocuSign subscription
- Built-in SMS verification for electronic signing
- Integrated with most major Agent CRMs
- Prepare, edit, print and email anytime, anywhere
- Create forms offline - the forms then sync to the Cloud and back up to your office when you next connect
- Special Conditions and other professionally drafted conditions provided
- Simplified, easy to understand GST in Agency Agreement and Contract
- Mandarin translations
- Regular training available and legislative updates provided

Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

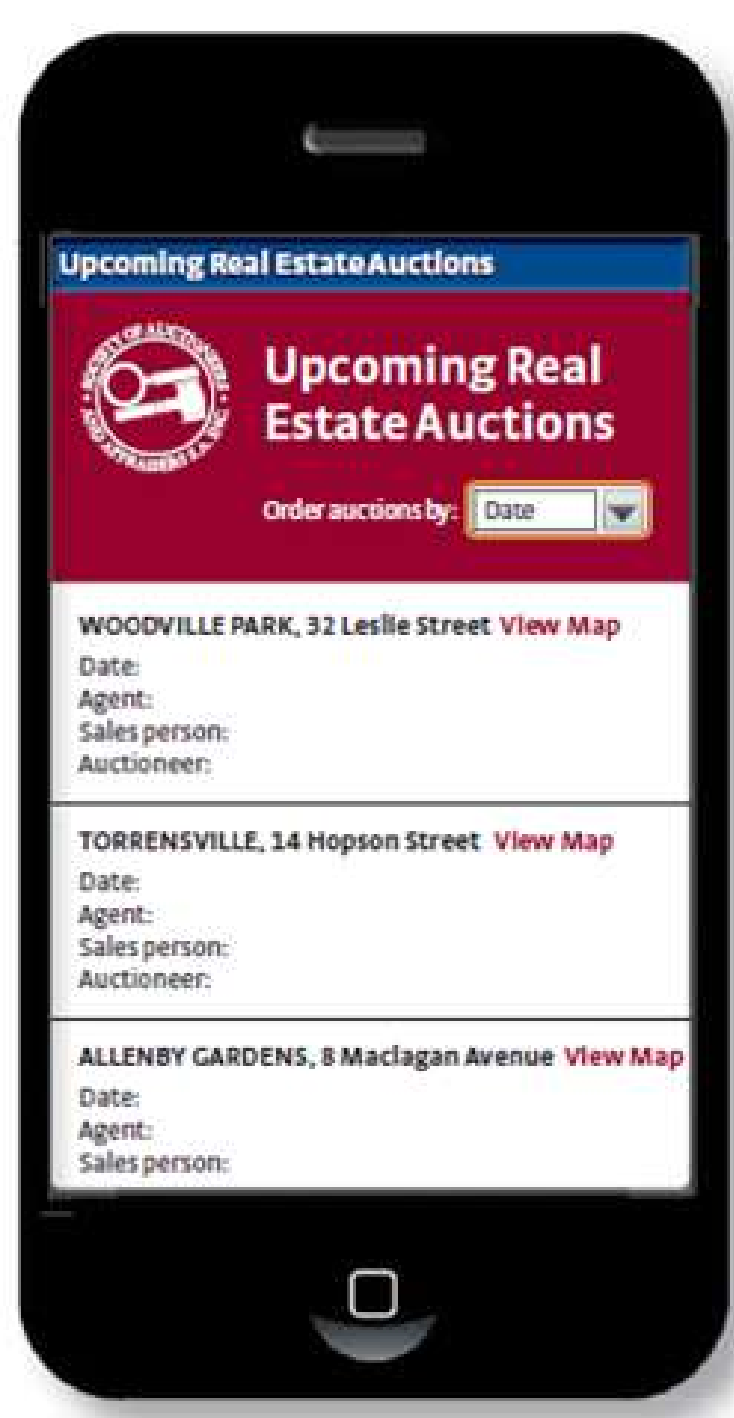
Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.



Gavel & Glass

UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store. Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

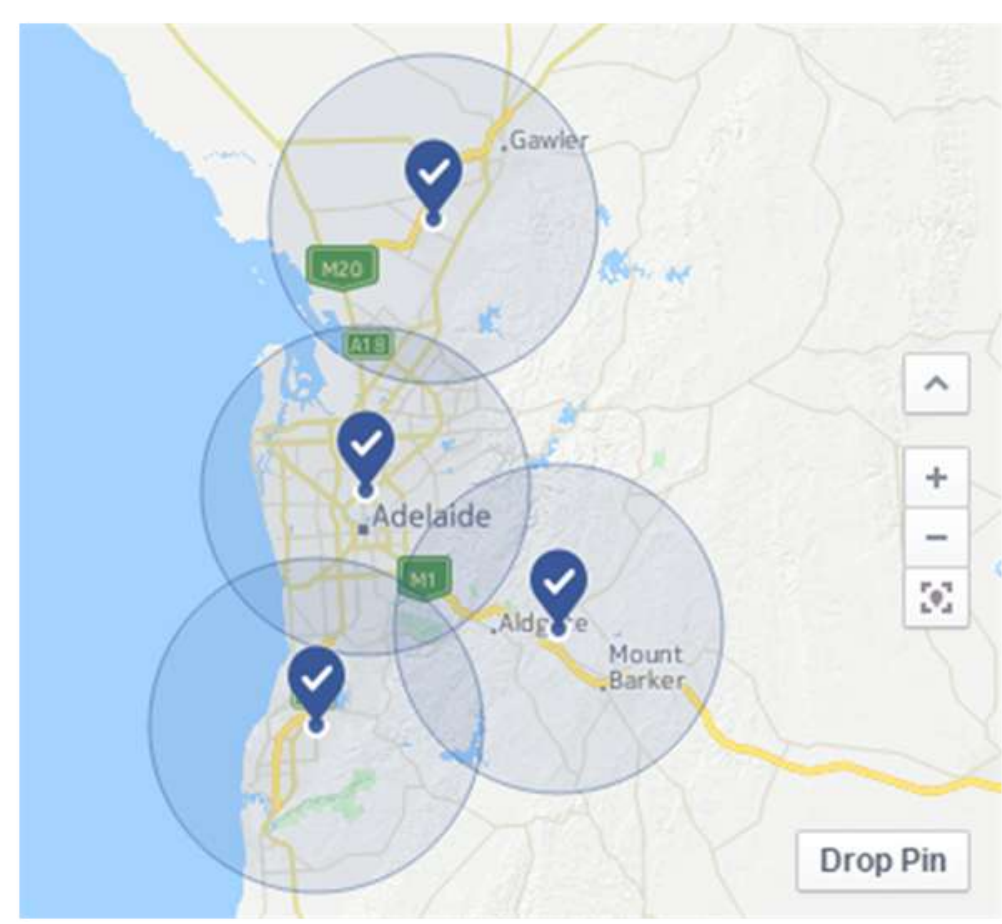
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



We're targeting Everyone in the mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...
MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide and maximise your benefit by submitting all your auctions to our website!



Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!

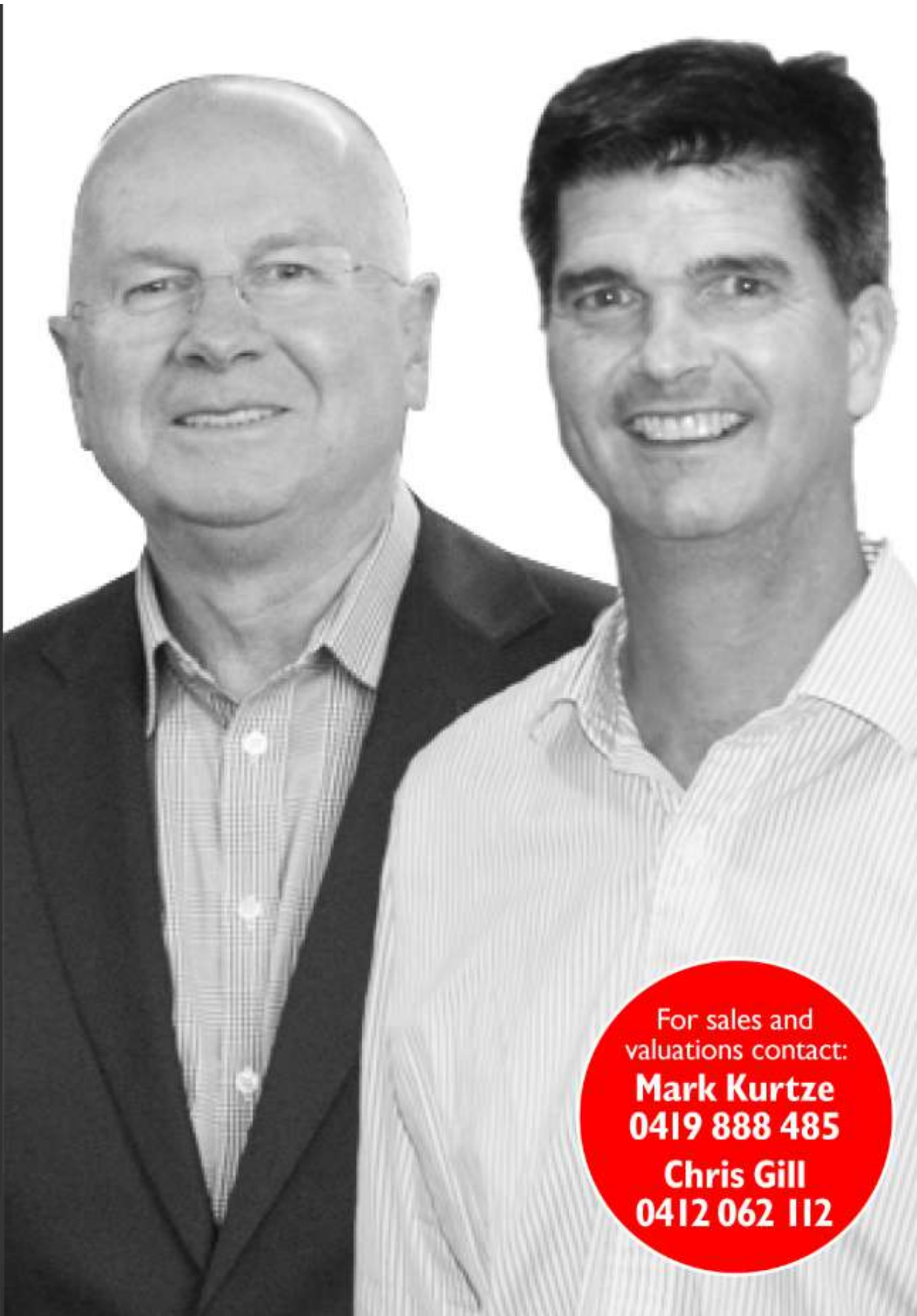
Gavel & Glass

**SELLING?
Call Us**

Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

The first and only independent Form 1 service provider in South Australia



For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

www.form1.net.au



Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- Home Contents packed up & sorted, rubbish removed, items transported to Auction.
- Antiques, shed contents and vehicles.
- Farms & Rural clearing sales.
- 50 years of life packed up and the property ready for open inspection in as little as 14 days.

Servicing Metro and Regional South Australia



ajcolman.com.au 1800 GO AUCTION (1800 46 28 28)

THANKYOU TO OUR SPONSORS

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Gavel & Glass